

Message Text

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62

ORIGIN COME-00

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R 062224Z JAN 75

FM SECSTATE WASHDC
TO AMEMBASSY BELGRADE

UNCLAS STATE 002407

E.O. 11652: NA

TAGS: BEXP, YO

SUBJECT: ZAGREB SPRING FAIR

1. REF. BELGRADE 6419 - BROCHURES FROM TOTAL CONCEPTS WERE MAILED TO AMEMBASSY. COMPANY WANTS TO CORRESPOND DIRECTLY WITH DUNAV IN ADDITION TO AMEMBASSY'S EFFORTS. COMPANY WILL DEFINITELY EXHIBIT WITH LIMITED PRODUCTION LINE OF CABINET MAKER (4800 PM), EXACT MITRE SAW AND NAILER (500) DESCRIBED IN BROCHURE. EQUIPMENT TO BE DISPLAYED WILL BE AVAILABLE FOR SALE.

ACTION REQUESTED: EMBASSY IS REQUESTED TO SUPPLY NAME OF CONTACT AND COMPLETE ADDRESS OF YUGOSLAV MANUFACTURER.

2. FOLLOWING COMPANIES CANCELLED PARTICIPATION: ROCKWELL, NICHOLSON MANUFACTURING, 3M, AND STETSON ROSS.

3. GLOBE MACHINERY INTERESTED IN YUGOSLAV MARKET. COMPANY MANUFACTURES CHIPBOARD AND PLYWOOD MANUFACTURING EQUIPMENT. COMPANY SENDING BROCHURES DIRECTLY TO MODDERNO. GLOBE WILL PROBABLY EXHIBIT IF YUGOSLAV MANUFACTURERS INDICATE INTEREST IN PRODUCTS.

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ACTION REQUESTED: REQUEST EMBASSY CONTACT ASSOCIATION AND

CHIPBOARD OR PLYWOOD MANUFACTURER TO DETERMINE INTEREST AND
MARKET POTENTIAL FOR GLOBE MACHINERY. REPLY ASAP TO COHEN

WHO WILL FURTHER CONTACT GLOBE. ANY ADDITIONAL INFO ON
PLANNED MAJOR PROJECTS WOULD ALSO BE HELPFUL TO SECURE
THEIR PARTICIPATION. KISSINGER

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